

SmartWay Welcomes 200th Partner!!!

Boy, are we growing!! In the first 9 months, we doubled our Partners (from 50 to 100) and in the past 9 months we've doubled again!! That's right-- just 18 months since our launch, and participation in the SmartWay Transport Partnership has reached over 200!

Our 205 SmartWay Transport Partners operate over 300,000 freight trucks, and over half a million trailers!!!

Just since May, we've welcomed 55 new Partners, listed below:

AAA Cooper Transportation (AL)	J&L Wilson Transportation, Inc. (IL)
AFN (Advantage Freight Network) (IL)	Kansas City Railway Company (MO)
AJ Saragusa Trucking Company Inc. (TX)	Labat-Anderson, Inc. (VA)
Alabama Motor Express, Inc. (AL)	Lasco Bathware Trucking Company, Inc. (MI)
Alert Motor Freight, Inc. (NJ)	LBAS Transportation (GA)
Arrow Trucking Company (OK)	MDE&E Trucking (TX)
Bear Cartage & Intermodal Inc. (IL)	National Freight, Inc. (NJ)
Burlington Northern Santa Fe Railway Co. (KS)	Nick Strimbu Inc. (OH)
B.R. Williams Trucking, Inc. (AL)	Norfolk Southern Corporation (VA)
C. R. England, Inc. (UT)	Panther II Transportation, Inc. (OH)
Canadian National Rail (Canada)	PCC Logistics (CA)
Canadian Pacific Railway (Canada)	Pike Transportation, Inc. (AL)
Celadon Trucking Services, Inc. (IN)	R&L Trucking, Inc. (AL)
Circle City Transport, Inc. (AL)	Rhett Butler Trucking, Inc. (AL)
CSX Transportation (FL)	RoadLink USA East (PA)
Currier Trucking Corp. (NH)	Schwan's Logistics, LLC (MN)
Damian Trucking, Inc. (IL)	Sub Zero Transportation, Inc. (NE)
Davis Express, Inc. (FL)	Taz Trucking (Canada)
Douglass Distributing Carriers (TX)	The Radiant Group, LLC (KY)
ECM Transport, LLC (PA)	Transport Robert LTEE (Canada)
Farruggio's Express (SC)	Two Cool Trucking Corp. (NC)
Floyd & Beasley Transfer Co., Inc. (AL)	Union Pacific Railroad (NE)
Food Lion LLC (NC)	USA Motor Express, Inc. (AL)
Gangloff Industries, Inc. (IN)	USA Truck, Inc. (AR)
Greenbush Logistics, Inc. (AL)	VTL Group (Canada)
GTL Transportation (IA)	Walgreen Co. (IL)
IFA Trucking (FL)	Wellborn Transportation, Inc. (AL)
	Whitehead Bros. Inc. (AL)

In this Issue:

Partner Spotlight	On the Road
The Value of Being A Partner	The Buzz
Turning Off the Engine	On the Horizon



Partner Spotlight

SHARP.

Sharp Electronics Corporation became a SmartWay Transport Shipper Partner in Fall 2004. Sharp is one of world's largest manufacturers of advanced electronics and consumer products for business and home use. Sharp USA ships volumes of goods throughout North America, including goods manufactured in the US and Mexico and imports from overseas.

Sharp has made significant commitments as a major shipper to reduce its transportation footprint by using a range of practices throughout the supply chain. The company is making improvements at its facilities, including more efficient pickup and delivery scheduling for TL and LTL shipments, a no idling policy at its docks, and forklift and loader improvements. Sharp also promotes Fast Track usage for its carriers at border crossings, and is switching more loads to intermodal movement.

Mark Servidio, VP of Logistics and Supply Chain Planning, says "SmartWay gives us the opportunity to work with our carriers and logistics centers to develop practices and technologies that significantly benefit the environment."

In fact, Mark was proud to recently receive the 2005 Sharp Environmental Award for his efforts to reduce Sharp's transportation footprint and his work within the SmartWay Transport Partnership. Congratulations, Mark!

For more information, contact Mark Servidio at 201-529-9452, or ServidiM@sharpsec.com.



The Value of Being a Partner:

Socially Responsible Investors Eyeing SmartWay Transport Partners

It's no secret that companies that strive to reduce their energy costs and emissions demonstrate good business sense, and in the long run will be more sustainable. This kind of corporate citizenship adds shareholder value and has begun to capture wider interest in the investment community.

Walden Asset Management, a Division of Boston Trust & Investment Management Company, manages over \$1.4 billion of shareholder assets. Like most firms engaged in socially responsible investing (SRI), Walden is working to help its investors better understand the environmental implications of doing business. In particular, Walden is working to assess the impacts of commercial transportation at each of its holdings by contacting officers and asking about their efforts to reduce emissions of greenhouse gases, NOx, and PM.

Recognizing that SmartWay Partners are working toward reducing the environmental impacts of their transportation operations, Walden has begun contacting its major holdings to discuss their participation in SmartWay and their activities to improve their performance. Walden recently sent a letter to seven companies in which it holds investments, commending them for their participation in SmartWay and for their efforts to reduce emissions from their transportation operations. In the letter, Walden asked these companies to share information regarding their goals and achievements. Walden sent a different letter to many of its other holdings, emphasizing the business and shareholder value of reducing fuel use and emissions, and asking if they are active in any efforts like the SmartWay Transport Partnership.

We believe that Walden is the first of many investment firms that will ultimately look at participation in SmartWay as a measure of a company's environmental commitment, and SmartWay is actively engaging other investment firms to introduce them to the Partnership. This is great news for all Partners because it shows that your efforts are being more widely recognized and your shareholders are taking notice. They are learning, as many already know, that the SmartWay Transport Partnership can be integral to helping companies improve their triple bottom lines (economic, societal, and environmental).



Turning Off the Engine

Working to Build a Model Idling Law

In an effort to bring more uniformity to state and local laws limiting truck idling, the SmartWay Transport Partnership is preparing a Model Idling Law that could be adopted by those states and localities interested in controlling truck idling. Over the past four months, more than 200 representatives from 36 state/local environmental and transportation agencies, 35 trucking companies, 13 state trucking associations, and 44 other organizations (including NGOs, equipment suppliers and other associations) attended workshops in Baltimore, Atlanta, Chicago, San Francisco, and Hartford. Participants from the trucking and environmental sides of the issue were able to learn more about the needs and opinions of each stakeholder group, and were able to exchange views on what would make for the most comprehensive and effective idling laws. Based on the results of the workshops, EPA is preparing a draft model state idling law. The model law will be published in the Federal Register in the fall, and we invite you all to comment.

Standardization of Truck Stop Electrification (TSE) Codes and Standards

One key impediment to the implementation of TSE around the country is the lack of standardization with respect to certain factors, such as wiring, connectors, voltage, etc. To reach consensus on standardization, the SmartWay Transport Partnership held a national workshop in 2003, and subsequently distributed comments through the Federal Register in 2004. This year, the Partnership is working with an industry workgroup, led by the Electric Power Research Institute (EPRI), to submit code revisions to the National Electric Code (NEC/NFPA 70) and to the Society of Automotive Engineers (SAE) on November 4, 2005. Aspects of TSE being covered in the code revisions include voltage, connectors, wiring, infrastructure, and safety issues. If you would like to attend the workgroup meetings, please contact Kristin Sipes at 202-343-9636, or sipes.kristin@epa.gov. We encourage all stakeholders to be involved in this important effort.



On the Road

Building the ranks of the Partnership continues to be our top priority. EPA is promoting Partnership benefits at trucking association meetings and industry expositions while expanding its presence in key shipper sectors. In 2005, please come by our booth and talk with us at the events listed below.

Dates	Event	Location
September 2005		
11 - 13	Tennessee Trucking Assn - Annual Event	Destin, FL
15 - 16	NPTC National Safety Conference	Dulles, VA
18 - 20	Ohio Trucking Assn - Annual Event	Toledo, OH
21 - 24	McLeod Users' Conference - Transportation	Birmingham, AL
October 2005		
16 - 19	American Trucking Association Annual Meeting	Boston, MA
19 - 21	National Association of Environmental Management Annual Forum	Orlando, FL
23 - 25	FMI Productivity Logistics and Distribution	Orlando, FL
25 - 27	Railroad Environmental Conference	Urbana, IL
26 - 27	Wisconsin Motor Carriers Assn - Truck Expo	Milwaukee, WI
November 2005		
TBD	New Jersey Motor Truck Association Annual Conference	TBD
12 - 15	Inter-modal Association of North America	Anaheim, CA



The Buzz About SmartWay Transport Partnership

The SmartWay Transport Partnership campaign public service announcement (PSA) has recently been featured in Fast Company, Business Week and Inc. magazines! A full page SmartWay Transport PSA was published in the July 2005 issues of both magazines. Also, the trade press continues to report about SmartWay--see recent press coverage by visiting the web links below.

General

- Material Handling Management. March 2005. "A Smart Way to Manage Shipping". By Clyde E. Witt (this is not direct link, article located in "Insights" section).
<http://materialhandlingmgmt.texterity.com/materialhandlingmgmt/200503/>
- RoadStar. June 2005. "Finding Freight" Editorial opinion by Steve Sturgess.
<http://www.roadstaronline.com/> (this is not a direct link, article located in June archives).
- RoadStar.Vital Issue-The Truckers Guide to Fuel Economy. July 2005. "On Board Solutions-EPA Grant Money Available for No-Idle Trucks". Page 84. <http://www.roadstaronline.com/> (this is not a direct link, article located in July archives).

Rail

- U.S. newswire. News Briefs: EPA's Latest Developments. 5/27/2005." Major Freight Railroads to Save Fuel and Cut Emissions. <http://releases.usnewswire.com/GetRelease.asp?id=48123>
- Association of American Railroads. AAR News. 5/31/2005. " Railroads Sign Onto EPA's SmartWay Partnership." <http://www.aar.org/Index.asp?NCID=2992>
- Environment News Service. May 31, 2005. "Railroads Work Towards Fuel Efficiency, Clean Air".
<http://www.ens-newswire.com/ens/may2005/2005-05-31-09.asp#anchor1>
- Capitol Reports. Environmental "News Link". 06/02/05. "Freight Railroads Join EPA's SmartWay Transport Partnership". <http://www.caprep.com/0605005.htm>
- DCVelocity.com July 2005. Inbound. "We're already breathing easier..."
<http://www.dcvelocity.com/articles/20050701/inbound.cfm>
- Environmental design + Construction. 7/19/2005. "Major Freight Railroads to Save Fuel and Cut Emissions." http://www.edcmag.com/CDA/ArticleInformation/news/news_item/0,4124,155628,00.html

Energy Bill

- E-Trucker. 8/9/2005. "Energy Bill Includes Aid To Reduce Diesel Emissions". By Jill Dunn.
<http://www.etrucker.com/apps/news/article.asp?id=48443>
- Fleet Owner. Aug. 2, 2005. "Unwrapping the Energy Package". By Terrence Nguyen.
http://fleetowner.com/news/energy_bill_diesel_idle_truck_emission_reduction_080205/index.html
- TruckingInfo.com. 8/9/2005. "ATA: New Energy Bill Beneficial, But No Quick Fix".
http://www.truckinginfo.com/news/news-detail.asp?news_id=55224

Official Government Statements

- Energy.gov. June 30, 2005. "Statement of Secretary of Energy Samuel W. Bodman on the Energy Information Administration's Annual Release of Emissions Data".
http://www.energy.gov/engine/content.do?PUBLIC_ID=18276&BT_CODE=PR_PRESSRELEASES&TT_CODE=PRESSRELEASE
- Whitehouse.gov. June 30, 2005. "Fact Sheet: President Bush is Addressing Climate Change".
<http://www.whitehouse.gov/news/releases/2005/06/print/20050630-14.html>



On the Horizon

Put Money in Your Pocket with SmartWay Upgrade Kits

The SmartWay Transport Partnership has partnered with Arkansas and Minnesota to launch our first low-interest loan programs for trucking companies to purchase fuel saving and emission reduction devices. These states are now offering opportunities to small freight carriers to apply for "SmartWay Upgrade Kits," a combination of proven fuel-saving technologies, which actually put money in your pocket! These loans allow you to purchase fuel-efficient technologies for your fleets, which means you start saving money right away.

The Partnership will continue working with states around the country to develop innovative financing options for SmartWay Upgrade Kits. For more information about existing loan programs and their criteria, or to find out about developing programs in your state, please contact your Partner Account Manager or call the SmartWay hotline.

DOE Grant Funds 50% Discount on Advanced Aerodynamics

We have learned that the Department of Energy has funded a grant providing an opportunity for fleets to purchase trailer aerodynamics at a 50% discount for a limited time. This discount would bring the cost per trailer to between \$800 and \$1,200 for a partial or full aerodynamic package. A tractor-trailer travelling 100,000 miles per year will generate fuel savings of approximately \$160 per month, and have a payback period of approximately 7 months. This is a great opportunity to test this proven fuel-saving equipment to decide if it is right for your fleet. For further information on this program, please contact your Partner Account Manager or the SmartWay hotline.

New Partnership Categories—SmartWay Transport Logistics and SmartWay Affiliates

SmartWay Transport Partnership has expanded to include two new groups of participants -- SmartWay Transport Logistics Partners and SmartWay Transport Affiliates. Logistics Partners include both asset-based and nonasset-based logistics providers, and Affiliates include organizations (membership and non-membership) that are in a position to aid in promoting SmartWay to the industry and/or the general public. We already have four companies enrolled as SmartWay Transport Logistics Partners -- AFN (Advantage Freight Network) (IL), NYK Logistics (Americas) (FL), Celtic International (CA) and The Radiant Group, LLC (KY) -- and three organizations enrolled as affiliates -- Alliance to Save Energy (Washington, DC), N.J. Motor Truck Association (NJ), and Washington Trucking Associations, Inc. (WA).

The logistics and affiliate Partnership Agreements will be available on the SmartWay website soon, and can also be requested from your Partner Account Manager or through the SmartWay hotline.

Website Redesign

Some partners have requested materials and tools to help them promote their participation in the Partnership and further their goals of fuels savings and environmental protection. We've been listening, and are in the process of redesigning the website to make these materials readily available to you. Check out the website periodically in the next few months to see and use these new tools and content.

For More Information:

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